

St. Louis - General Office

February 16, 1967

AROCLOR 1242 - ICAR, ITALY

Yours 2/7/67

Colin K. Coleman - RUABON

H. S. Bergen - HLERG

G. F. Buchanan

H. Carder - HCARD

L. Cresser - JONES

G. E. Moody - SECOND STREET

P. E. Heisler - PHEIS

Dr. R. H. Munch - SECOND STREET

Dr. W. R. Richard - WRICH

David Wood - BRUSSELS

Dear Colin:

Congratulations on satisfying ICAR on the quality of MCL Aroclor 1242 in competition with Bayer, and Prodelec. I share your intrigue about what did get us "over the hump" at ICAR. If putting Fuller's earth into the drums was the effective expedient, we too would like to know the results of ICAR's findings and how they compared against your values when the material was shipped.

In an effort to placate a customer in Mexico we also made a shipment with earth in the drums of Aroclor 1242. On probing our Mexican representative for the customer's reaction, I got a teletype reply stating, "You might as well forget the earth, nothing was accomplished". Pursual of this unsatisfactory response resulted in a wire from our representative's manager stating, "The Mexican go-go girls got to our man and his services at Monsanto had to be terminated". However, persistence is a virtue and later I learned that our representative had indeed been right, but for the wrong reasons.

Owen Dolin, our Chief Chemist at Anniston, was returning from a trip to South America, and I asked him to stop at Mexico City, at our expense, to further probe what good the earth in the drums did. Dolin accompanied the customer's Chief Chemist to sample a drum of Aroclor 1242. On noticing that the sample was taken directly out of the drum, allowing the material to flow across a portion of the lid, contacting the paint and exterior of the drum, our Chief Chemist also advised to, "Forget about it". In fact, the two experimental drums containing earth had already been used and samples were not available.

Dolin's report discussed the customer's poor testing techniques. It reiterated that the customer's Chief Chemist had decided that his company should stick with Aroclor 1254 because this makes for a much simpler life than when using 1242. However, General Electric licensed these people to make Aroclor 1242 capacitors containing Pyranol 11, which makes life still more complex. I had discussed this situation with G.E. and knew that G. E. told these Mexican people to proceed to use Anniston's Aroclor 1242 or get out of the business.

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The second paragraph of your reply to David strikes me as being precious. Little would I dream that the reported superior power factor of Bayer's Clophen A-30 over our Aroclor 1242, regards Bayer's product developing an improved power factor at elevated temperature, may well have been postulated as a result of ICAR's technologist "playing" with Bayer's material in a moisture laden state.

We shall be forever grateful for this concept as now we can easily surpass Bayer's quality by the simple expedient of dumping water into our material!

More seriously, in light of our next Aroclor quality improvement meeting set for May in St. Louis, has MCL accomplished reliable and reproducible steps for improved power factor and resistivity of Aroclor 1242, as made, and as packaged in drums and as delivered to far away customers? This will be up for discussion.

While we need to improve, we also needs be realistic.

Best regards.

P. G. Lenignus

/ecd